



COMMUNICATIONS, Inc.

A Subsidiary of Regency Electronics, Inc.

April 10, 1981

TO: ALL REGENCY COMMUNICATIONS, INC. REPRESENTATIVES

APRIL NEWS

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The Top Ten Representatives for the month of March are **LOGAN SALES** listed below:

<u>TERRITORY</u>	<u>NAME</u>
317	David Stubbs
457	Irvine Associates, Inc.
537	Skor, Inc.
327	Davis Craddick
427	Steve Taylor
417	Mike Utecht
337	Bob Smith
227	Chris Fromme
437	Nevco, Inc.
347	Ed Watkins

MA-84 - Will now be made with two 8 foot lengths of 14 gauge wire. The new dealer cost will be \$4.95 and the retail cost will be \$8.25.

Due to the increased cost of the bandpass duplexers, Regency will increase the price of all 45 watt repeaters that use this duplexer by \$75.00. The new pricing will be:

<u>UNIT</u>	<u>SUGG. RETAIL</u>	<u>DIST. COST</u>	<u>SERVICE ALLOW</u>	<u>SALES/SVC CTR COST</u>
MCCU-R45P	\$3472.50	\$2187.68	\$347.25	\$1840.43
MCCU-R45PH	\$3472.50	\$2187.68	\$347.25	\$1840.43
MCCU-R45PW	\$3612.50	\$2275.88	\$361.25	\$1914.63
MCCU-R45PWH	\$3612.50	\$2275.88	\$361.25	\$1914.63
DPLX-U250				\$ 500.00

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LOGAN SALES

MA-341 - is a factory installed option that changes the BAH-100 from a 20 watt input - 100 watt output to a 40 watt input -100 watt output. This will allow you to use the MCH-40's with this unit. The retail price is \$54.00 and the dealer price is \$40.50. This unit will be available in 4 to 6 weeks.

P-1412CB - is a new 14V DC 12 amp power supply to replace the P-1412. The retail price is \$153.00 and the dealer price is \$114.75. This unit will be available in 6 to 8 weeks.

RETURNS AND REPLACEMENTS - all returns for credit or replacement must have an R.A.. To receive an R.A. the dealer must submit a request in writing with the following information: the serial number of the units, the invoice number that the unit was shipped on, the date it was shipped and the reason for the return. All units received for credit without an R.A. will be returned to the dealer.

BB/gjd

